



Notice of Intent to Award

Solicitation Number	269260	Award Date	10/18/22
Solicitation Title	Study: Sustaining Nashville's Independent Music Venues		
Buyer Name	Zak Kelley	Buyer Email	zak.kelley@nashville.gov
BAO Rep	Sierra Washington	BAO Email	sierra.washington@nashville.gov

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	PennPraxis	Company Contact	Michael Fichman	
Street Address	410 South 34th Street			
City	Philadelphia	State	PA	Zipcode 19104

Company Name		Company Contact		
Street Address				
City		State		Zipcode

Company Name		Company Contact		
Street Address				
City		State		Zipcode

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

Yes, the EBO Program is applicable.

No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

Yes, monthly reporting is applicable.

No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the purchasing agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

MLL Supervisor (Initial)

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent & Chief Procurement Officer



RFQ 269260 – Study: Sustaining Nashville’s Independent Music Venues

Rank	Company	Qualifications & Experience (40 Points)	Project Approach (40 Points)	Cost Criteria (20 Points)	Financial Offer	Total Points (100)
6	AINOK Consulting	31	32	3.134	\$298,000.00	66.134
1	PennPraxis	38	38	3.183	\$293,350.00	79.183
3	RGDE	27	30	20.000	\$46,700.00	77
2	Sound Diplomacy	37	37	3.123	\$299,000.00	77.123
4	Sound Music Cities	36	35	3.128	\$298,500.00	74.128
5	TRG	32	32	3.166	\$295,000.00	67.166

AINOK Consulting -	
Strengths	Weaknesses
<p>Examples of similar projects demonstrate sufficient work/expertise relative to qualitative/quantitative analysis and methodologies and meet expectations in that regard.</p> <p>Project narrative includes unique focus on gentrification analysis and is above expectations in this regard.</p> <p>Project narrative highlights historic significance of venues on Jefferson Street and is above expectations in this regard.</p>	<p>Examples of similar projects do not sufficiently demonstrate work/expertise relative to music industry policy, understanding of relevant legal landscape in Tennessee, local dynamics, leaders, stakeholders, and relationships, and are below expectations in this regard.</p> <p>Some examples of similar projects are not relevant to scope details and are below expectations in this regard.</p> <p>Project narrative is disproportionately focused on data analysis, rather than public policy recommendations, and is below expectations in this regard.</p> <p>Project narrative details approach to surveying venues that is not directly relevant to scope details and is below expectations in this regard.</p> <p>Project narrative does not sufficiently address relevance of black and brown owned music venues beyond North Nashville and is below expectations in this regard.</p> <p>Summary of project challenges, risks, and opportunities for innovation is not sufficiently detailed relative to innovation and is below expectations in this regard.</p> <p>Anticipated timeline is marginally lengthy relative to other offers and is below expectations in this regard.</p>

PennPraxis	
Strengths	Weaknesses
<p>Examples of similar projects demonstrate elevated level of work/expertise relative to public policy and/or economic development with local government and are significantly above expectations in this regard.</p> <p>Examples of similar projects demonstrate elevated level of work/expertise relative to music industry policy, specifically with local industry clusters, and are significantly above expectations in this regard.</p> <p>Organizational chart provides ample detail relative to qualifications related to this project and previous experience on similar projects and is above expectations in this regard.</p> <p>Organizational chart demonstrates elevated understanding of racial equity and inclusion, as well as intersectionality of lived experiences, and is above expectations in this regard.</p> <p>Project narrative includes detailed, actionable, and understandable plan for coordinating, communicating, and scheduling work with managing department and is above expectations in this regard.</p> <p>Project narrative includes plan to fairly compensate study participants and is above expectations in this regard.</p> <p>Project narrative focuses on importance of engaging media to both communicate with the public and build support for resultant policy recommendations and is significantly above expectations in this regard.</p> <p>Project narrative demonstrates balanced approach to scope details relative to qualitative/quantitative data collection and public policy implementation and is above expectations in this regard.</p> <p>Summary of project challenges, risks, and opportunities for innovation are highly detailed, demonstrate elevated understanding of scope details, align with project goals, and are significantly above expectations in this regard.</p> <p>Anticipated timeline is easy to understand, logically ordered, actionable, and is above expectations in this regard.</p>	<p>Examples of similar projects lack detail relative to understanding of relevant legal landscape in Tennessee, local dynamics, leaders, stakeholders, and relationships, and are below expectations in this regard.</p>

Randall Gross Development Economics (RGDE)	
Strengths	Weaknesses
<p>Examples of similar projects demonstrate elevated level of work/expertise relative to understanding of relevant legal landscape in Tennessee and are above expectations in this regard.</p> <p>Examples of similar projects demonstrate enhanced level of work/expertise relative to historic preservation and are above expectations in this regard.</p> <p>Project narrative demonstrates adequate approach to scope details and meets expectations in this regard.</p>	<p>Some proposed subcontractors may represent a real or perceived conflict of interest with the scope of the study and are below expectations in this regard.</p> <p>Examples of similar projects are not sufficiently aligned with scope details relative to a disproportionate focus on feasibility studies, rather than public policy, and are significantly below expectations in this regard.</p> <p>Examples of similar projects do not sufficiently demonstrate work/expertise relative to music industry policy and are below expectations in this regard.</p> <p>Examples of similar projects do not sufficiently demonstrate work/expertise relative to understanding local dynamics, leaders, stakeholders, and relationships relative to issues with public opposition on past work and are below expectations in this regard.</p> <p>Organizational chart lacks detail relative to individuals' qualifications related to this project, and their previous experience on similar projects, and is below expectations in this regard.</p> <p>Project approach does not sufficiently address community engagement/outreach relative to gathering anecdotal evidence and is below expectations in this regard.</p> <p>Project approach lacks detail relative to coordinating, communicating, and scheduling work with the managing department and is below expectations in this regard.</p> <p>Summary of challenges, risks, and opportunities for innovation lacks detail and is below expectations in this regard.</p> <p>Anticipated timeline is marginally short relative to other offers and is below expectations in this regard.</p>

Sound Diplomacy	
Strengths	Weaknesses
<p>Examples of similar projects reflect a broad range of experience at the international, national, and regional levels and are significantly above expectations in this regard.</p> <p>Examples of similar projects demonstrate elevated level of work/expertise relative to music industry policy, specifically with strategies for growth, and are significantly above expectations in this regard.</p> <p>Examples of similar projects demonstrate capacity to perform high volume of work in succinct amount of time are above expectations in this regard.</p> <p>Organizational chart includes subcontractors with elevated level of work/expertise relative to relevant legal landscape in the state of Tennessee, local dynamics, leaders, stakeholders, and relationships, and is above expectations this regard.</p> <p>Project narrative includes elevated approach to scope relative to asset mapping, surveying, and regulatory assessment and is above expectations in this regard.</p> <p>Project narrative details tangible deliverables not just for assessment and study, but also for implementation of resultant public policy recommendations and is above expectations in this regard.</p> <p>Project narrative provides ample detail relative to coordinating, communicating, and scheduling work with the managing department and is above expectations in this regard.</p>	<p>Some examples of similar projects lack detail relevant to unique nature of regional music scene and were slightly below expectations in this regard.</p> <p>Organizational chart shows a team that is small relative to other offers, raising concern about ability to perform scope details in limited period, and is slightly below expectations in this regard.</p> <p>Project approach references non-disclosure agreements that may not be compatible with either applicable statute or the spirit of this study and is below expectations in this regard.</p>

Sound Music Cities	
Strengths	Weaknesses
<p>Some examples of similar projects are highly relevant to scope details and are above expectations in this regard.</p> <p>Examples of similar projects demonstrate broad range of work/expertise relative to music industry policy, understanding of relevant legal landscape in the state of Tennessee, local dynamics, leaders, stakeholders, and relationships, and are above expectations in this regard.</p> <p>Examples of similar projects show firm is hyper-focused on the unique field of music policy and ecosystems and are above expectations in this regard.</p> <p>Organizational chart includes team members with significant experience in municipal government and is above expectations in this regard.</p> <p>Project narrative emphasizes the importance of community outreach and engagement relative to study outcomes and is above expectations in this regard.</p>	<p>Some examples of previous projects are in-progress, which is inconsistent with the directive of the solicitation and are significantly below expectations in this regard.</p> <p>Some examples of previous projects are not directly aligned with scope details and are below expectations in this regard.</p> <p>Project narrative is overly focused on inventory of independent music venues, under focused on developing detailed profiles for select independent music venues and is below expectations in this regard.</p> <p>Project narrative is not entirely aligned with goals enumerated in scope details and is below expectations in this regard.</p> <p>Project narrative is overly reliant on web surveys as instrument for collecting qualitative/quantitative data and is below expectations in this regard.</p>

Thompson Research Group (TRG)	
Strengths	Weaknesses
<p>Examples of similar projects demonstrate sufficient work/expertise relative to qualitative/quantitative analysis and methodologies and meet expectations in that regard.</p> <p>Organizational chart emphasizes the importance of outreach to traditionally underserved communities and is above expectations in this regard.</p> <p>Project narrative discusses standard financial profile for independent music venues that is unique and is above expectations in this regard.</p>	<p>Examples of similar projects are weighted toward historic preservation efforts, lack detail relative to work/expertise in music industry policy, specifically with local industry clusters, and are below expectations in this regard.</p> <p>Most examples of similar projects are not directly aligned with goals for this study as enumerated in the solicitation and are below expectations in this regard.</p> <p>Organizational chart relies heavily on subcontractors, making it difficult to understand management structure, and is below expectations in this regard.</p> <p>Organizational chart lacks detail relative to individuals' qualifications related to this project, and their previous experience on similar projects, and is below expectations in this regard.</p> <p>Project narrative lacks detail relative to engagement with independent music venues and is below expectations in this regard.</p> <p>Project narrative is overly reliant on crowdsourcing for data collection and is significantly below expectations in this regard.</p> <p>Project narrative is not aligned with scope details relative to a disproportionate focus on creating a regional profile and is below expectations in this regard.</p>